COMMODORE SOFTWARE ORGANIZATION

CONFIDENTIAL

COMMODORE

SOFTWARE

ORGANIZATION

Presented by
Sig Hartmann

April 20, 1983

Hanover, West Germany

PREPARED BY

L.Ercolino
P.Goheen
S.Hartmann
J.Mathias
S.Mittnacht
M.Tomczyk
B.Wade

THE "COMMODORE" APPROACH...

AS WE BECOME A BILLION DOLLAR COMPANY

IT'S GOOD AND NECESSARY TO BE ORGANIZED

LIKE A "MAJOR" CORPORATION

BUT WE CAN'T LOSE SIGHT OF THE PRINCIPLES

THAT MADE COMMODORE GREAT...

1. ENTREPRENEURIAL FLAIR

2. QUICK RESPONSE CAPABILITY

3. INDIVIDUAL INVOLVEMENT

4. SHORT, OPEN LINES OF COMMUNICATION

5. REWARDS FOR THOSE WHO TRY HARDEST
   AS WELL AS THOSE WHO ACCOMPLISH MOST

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SOFTWARE ORGANIZATION CHARTER

THE SOFTWARE ORGANIZATION ACTS AS A CATALYST BETWEEN
RESEARCH/DESIGN, MANUFACTURING AND SALES

WE TAKE DIRECTION AND INPUT FROM ALL COMMODORE MARKETING
COMPANIES WITH REGARD TO THEIR NEEDS & PRIORITIES

WE REACT ON A TIMELY BASIS TO PROVIDE HIGH QUALITY,
BUG-FREE, USER-ORIENTED, SALEABLE SOFTWARE
PRODUCTS, INCLUDING SOFTWARE PROGRAMS,
SOFTWARE PUBLICATIONS AND RELATED ACCESSORIES

WE TAKE ALL THE MEANS AT OUR DISPOSAL TO OBTAIN
THE SOFTWARE WE WANT TO SELL...LICENSE IT,
BUY IT, DEVELOP IT, CONVERT IT OR INVENT IT

WE ARE RECEPTIVE AND BUSINESSLIKE IN DEALING
WITH THIRD PARTY SOFTWARE DEVELOPERS

OUR SOFTWARE IS TARGETED TO GENERATE A MINIMUM
OF 20 PERCENT OF THE CORPORATION'S SALES,
WITH SIGNIFICANT GROSS MARGIN CONTRIBUTION

U.S. Software

SOFTWARE PHILOSOPHY

THE RIGHT MIX, SELECTION, VARIETY AND QUANTITY OF SOFTWARE
WILL SUPPORT AND SIGNIFICANTLY INCREASE HARDWARE SALES

SOFTWARE CAN BE THE MOST PROFITABLE SECTOR OF THE COMPANY

- LOW COST OF MATERIALS, HIGH RETURN ON INVESTMENT
- TRANSPORTABILITY REDUCES DEVELOPMENT COSTS
- EVERY HARDWARE SALE PROVIDES BUILT-IN, CONTINUOUS
    SOFTWARE SALES OVER THE LIFE OF THE PRODUCT

WE'RE IN THE SYSTEMS BUSINESS

- DESIGN/SELL SOFTWARE AS WELL AS HARDWARE AND PERIPHERALS
- SYSTEMS APPROACH GUARANTEES MAXIMUM SALES PER CPU

OUR SOFTWARE SHOULD BE TAILORED TO MERCHANDISING CATEGORIES:

- MARKET CATEGORIES (BUSINESS, RECREATION, EDUCATION, ETC.)
- KEY SEGMENTS WITHIN EACH CATEGORY (I.E. WORDPROCESSOR)
- VARIOUS LEVELS OF DIFFICULTY/PRICES (BEGINNER-PROFESSIONAL)

WE ANTICIPATE & RESPOND TO THE DEMANDS OF THE CUSTOMER

- CONTINUOUS INPUT FROM COMMODORE SALES/MARKETING SPECIALISTS
- WATCH PRODUCT/CATEGORY SALES TO IDENTIFY & REACT TO TRENDS

**OUR CUSTOMERS SHOULDN'T HAVE TO SEARCH FOR WAYS TO USE OUR
COMPUTERS...SOFTWARE SHOULD PROVIDE THE USES,
SO THE CUSTOMER GETS MAXIMUM BENEFIT FROM OUR HARDWARE**

CONSUMER ORIENTATION

- CONSUMER EMPHASIS IN PRODUCT,PACKAGING,MANUALS,ADVERTISING
- ALL COMPUTERS (INCLUDING BUSINESS) NEED CONSUMER APPROACH
- OPTIMIZE THE MAN/MACHINE INTERFACE
- USER-FRIENDLINESS IS NOT LIMITED TO "HOME" COMPUTERS
- HOME AND BUSINESS PRODUCTS/MARKETS
    ARE CONVERGING(PRICE/POWER)

**WE WANT TO CREATE THE PERCEPTION THAT WE HAVE THE BEST SOFTWARE
FOR OUR MACHINES, SO WE CAN MAXIMIZE HARDWARE SALES**

WE SHOULD WORK TOGETHER TO IMPROVE OUR COLLECTIVE BARGAINING POWER

- WORLD SALES POTENTIAL LETS US OBTAIN BEST LICENSE TERMS
- BEST TERMS LOWER COSTS, INCREASE PROFITS

U.S. Software

SOFTWARE STRATEGY

1. PROVIDE "MOST NEEDED" SOFTWARE
   FOR NEW COMPUTERS/PERIPHERALS.

2. COMPLETE EXISTING SOFTWARE PROJECTS
   (ESPECIALLY "B" AND COMMODORE 64)

3. DETERMINE WHICH SOFTWARE
   WE DON'T HAVE...AND GET IT!

MARKET TRENDS & SUGGESTED RESPONSES

MARKET TRENDS	HOW WE'RE RESPONDING
Non-game software is becoming more important in the consumer marketplace.	More non-game software for the VIC-20 (mostly from U.K.) and COMMODORE 64. Also, we're only licensing or converting the "best" games to COMMODORE 64.
Business computer market is confused by too many entries; users have difficulty knowing which software meets their needs.	Offering "nucleus" of key business programs (wordprocessor, spreadsheet, mail list, database, and accounting). Bundling is key - takes away the confusion from end user - he has a machine at the right price with the right software
More and more consumers are looking for products that help them learn how to program.	INTRO TO BASIC I and II and GORTEK provide excellent tutorials. Also developing COMMERCIAL BOOK series on how to program, including a 5-pack of books on how to program the COMMODORE 64.
Merchants want "bonus" software they can discount or give away with home computers.	DISK BONUS PACK/CASSETTE BONUS PACK offered free to dealers with each COMMODORE 64 as part of current marketing promotion.
CP/M and MS/DOS perceived as leading operating systems.	Various CP/M products and MS/DOS licensed and working on B series. Z80 cartridge for CP/M available for Commodore 64.
Mouse controlled, "icon" software beginning to emerge.	MERLIN project underway.
Speech technology becoming a standard requirement for home computers.	First talking game will be "Wizard of Wor." Other software being adapted or developed to help support speech module.

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LONG TERM SOFTWARE OBJECTIVES (12-18 Months)

MAKE MORE MONEY FOR OUR STOCKHOLDERS

HELP COMPANY EVOLVE, DIVERSIFY AND GROW

CONTRIBUTE 20 PERCENT OF TOTAL SALES FROM SOFTWARE
    PRODUCTS ALONE WITHIN THE NEXT 12-18 MONTHS

SUPPORT AND HELP INCREASE HARDWARE SALES

    - "MENU" OF ESSENTIAL PROGRAMS FOR ALL PRODUCTS
    - PROGRAMMING UTILITIES/TECHNICAL SUPPORT FOR LICENSEES
    - "USER FRIENDLY" DOCUMENTATION & PROGRAMMING AIDS

PROVIDE STRONG NUCLEUS OF SOFTWARE WHICH IS SHIPPABLE AT
    LAUNCH TIME FOR ALL NEW COMPUTERS/PERIPHERALS

ESTABLISH AND BUILD LONG-TERM "PARTNER" RELATIONSHIPS
    WITH KEY SOFTWARE DEVELOPERS

FILL VOID FOR CREATIVE NEW SOFTWARE

    - MORE "TRANSPARENT" PROGRAMS LIKE "MERLIN"
    - UTILITIES LIKE SCREEN EDITORS, ASSEMBLERS, COMPILERS
    - SOFTWARE FOR NEW PRODUCTS (SPEECH, ROBOTS)
    - TELECOMMUNICATIONS

TAKE MAXIMUM ADVANTAGE OF AFTERMARKET SALES POTENTIAL
    WITH NEW PROGRAMS, BOOKS, ACCESSORIES

ESTABLISH STRONG INTERNATIONAL COMMUNICATION CHANNELS

    - OBTAIN MARKETING TARGETS/PRIORITIES
    - IDENTIFY/TAKE IMMEDIATE ADVANTAGE OF SOFTWARE OPPORTUNITIES
    - MAXIMIZE OUR UTILIZATION OF SCARCE PROGRAMMING RESOURCES
    - REDUCE/ELIMINATE DUPLICATION OF EFFORT

WORK CLOSELY WITH U.S. AND WORLD MARKETING ORGANIZATIONS TO
    SET PRIORITIES/TARGETS AND FOCUS ON "MOST-NEEDED" SOFTWARE

CONCENTRATE COMMODORE'S GLOBAL "BUYING POWER" TO NEGOTIATE
    BEST POSSIBLE SOFTWARE DEALS FROM ALL DEVELOPERS WORLDWIDE

U.S. Software

<u>NEAR TERM SOFTWARE OBJECTIVES</u> (6 Months)

MAKE MORE MONEY FOR OUR STOCKHOLDERS

OBTAIN RECOMMENDATIONS FROM ALL GENERAL MANAGERS, SOFTWARE AND
    MARKETING MANAGERS -- TO CONTINUOUSLY RECEIVE INPUTS ON OUR
    STRENGTHS AND WEAKNESSES AND IMPROVE OUR LEVEL OF SUCCESS

LICENSE/CONVERT APPLICATION SOFTWARE WHICH RUNS ON
    OUR NEW OPERATING SYSTEMS (CPM,CPM86,MS/DOS,UNIX/XENIX,etc.)

MAKE MARKET LEADER SOFTWARE READILY AVAILABLE

    - OPERATING SYSTEMS (CPM, CPM86, CONCURRENT CPM, MS/DOS)
    - APPLICATION SOFTWARE (WORDSTAR, CALCSTAR, MULTIPLAN, ETC.)
    - GAMES (LICENSE THEMES/ORIGINAL GAMES, CONVERT ARCADE GAMES)
    - EDUCATION (CONVERT TESTED/RECOGNIZED ACADEMIC SOFTWARE)

IDENTIFY BEST-SELLING SOFTWARE DEVELOPED IN INDIVIDUAL COUNTRIES
    TO PROMOTE/SHARE/SELL WORLDWIDE AND BENEFIT FROM THE SHARED
    SOFTWARE EXPERIENCE OF THE TOTAL CORPORATION

IDENTIFY, CONVERT & SELL EXISTING PUBLIC DOMAIN SOFTWARE

IDENTIFY TOP 10 SOFTWARE DEVELOPERS WITH "KNOWN" PRODUCTS
    AND CONTRACT THEM TO CONVERT PRODUCTS IN KEY CATEGORIES
    FOR THE B AND P SERIES, FOR COMMODORE TO MARKET/SELL

INCREASE SPEED/EFFICIENCY OF THE SOFTWARE DEVELOPMENT PROCESS

    - USE MORE DEVELOPMENT TOOLS SUCH AS COMPILERS & EMULATORS
    - IDENTIFY & SHARE SOFTWARE DEVELOPMENT TOOLS AMONG COMPANIES
    - CONVERT MORE EXISTING PROGRAMS TO NEW MACHINES
    - OBTAIN HARDWARE AS APPROPRIATE TO SPEED PROCESS
    - APPLY PROFESSIONAL BUSINESS PLANNING PRINCIPLES TO PROJECTS

BUILD IN AS MUCH SOFTWARE TRANSPORTABILITY AS POSSIBLE

    - CONVERSION EASIER/FASTER THAN DEVELOPING FROM SCRATCH
    - MORE MILEAGE FROM EACH PROGRAM WE DEVELOP
    - LOWER DEVELOPMENT COSTS
    - DON'T HAVE TO REINVENT THE WHEEL FOR EVERY MACHINE
    - MORE RECOGNITION/CREDIBILITY IN THE MARKETPLACE
    - EASIER TO ADVERTISE 1 PRODUCT FOR SEVERAL MACHINES
    - BASIS FOR PARTNERSHIPS WITH OUTSIDE DEVELOPERS

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NEAR TERM SOFTWARE OBJECTIVES (Continued)

TIE SOFTWARE SCHEDULE TO EVOLUTION OF HARDWARE

- WORK CLOSELY WITH L.TAYLOR'S DIVISION SO SOFTWARE
AND HARDWARE ARE DEVELOPED IN PARALLEL

ESTABLISH SOFTWARE ACQUISITION/REVIEW PROCEDURES

DEVELOP HIGHLY INTEGRATED USER GROUP COTTAGE INDUSTRY

IMPLEMENT APPROVED PRODUCTS PROGRAM

BEGIN DEVELOPING INTEGRATED/COMPLEMENTARY SOFTWARE

ESTABLISH REGIONAL SOFTWARE SUPPORT CENTERS

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SOFTWARE LICENSE UPDATE

The following contracts are either currently in the final stages of negotiation, or have already been signed. All deals give us worldwide rights. Titles may NOT be publicized or promoted until we formally announce the contract signings (We will notify you via telex). News releases will also be prepared and distributed for each contract.

NAME OF **PROGRAM**	COMPANY OR **DEVELOPER**	COMPUTER **MODEL**
CPM, CPM86 CONCURRENT CPM MONARCH	DIGITAL RESEARCH	B-SERIES
MS/DOS MULTIPLAN/MSDOS MULTIPLAN/CPM	MICROSOFT	B SERIES B & COMMODORE 64
WORDSTAR CALCSTAR MAILMERGE (others)	MICROPRO	B-SERIES (in 10 different languages)
THE MANAGER (database)	CANADIAN MICRO DISTRIBUTORS	COMMODORE 64
GENERAL LEDGER ACCTS.PAYABLE ACCTS.RECVBLE INVENTORY PAYROLL	INFODESIGNS	COMMODORE C128 B-SERIES
WORDPRO 64	PROLINE	COMMODORE 64
BONZO GAMES BASIC COMPILER DATABASE SYST.	FRANZ KAVAN	VIC-20 & C64

COMMODORE SOFTWARE - FUNCTIONAL RESPONSIBILITIES

1. SOFTWARE ACQUISITION

2. PRODUCT TESTING & REVIEW

3. DOCUMENTATION

4. PACKAGING, PRODUCTION LIAISON & SUPPORT

5. SOFTWARE DEVELOPMENT/CONVERSION/PROCUREMENT:

   - HOME & PERSONAL COMPUTER SOFTWARE
     (TED, VIC-20, C64, EXEC64, C128)

   - BUSINESS COMPUTER SOFTWARE (B SERIES)

   - PERIPHERALS SOFTWARE (DISK, PRINTER, PLOTTER, etc.)

   - OPERATING SYSTEM SOFTWARE (CP/M, CP/M 86, MS/DOS,etc.)

   - SPECIAL PRODUCT SOFTWARE (SPEECH,KEYBOARD,DRUM,ROBOT)

   - RECREATIONAL SOFTWARE DEVELOPMENT

   - EDUCATIONAL SOFTWARE (PET 64, NETWORKING, ETC.)

   - MERLIN PROJECT

   - COMMERCIAL BOOKS

INTERNATIONAL SOFTWARE SURVEY

(Your chance to give us your "wish list"!)

To start what we hope will become a continuous worldwide exchange of software information, we'd appreciate it if you'd fill out the attached sheets which provide space for the following information:

1. PRIORITIES or AREAS OF EMPHASIS you would like us to focus on in addition to the ones we've listed on the attached sheets.

2. The TOP 5 SOFTWARE TITLES or PRODUCTS you'd like to see running on each hardware product.

3. Any SOFTWARE PRODUCTS you have developed or licensed which other Commodore companies may be interested in selling.

Please give your responses to Sig Hartmann or respond by mail before May 1 to the following address:

> Mr. Sig Hartmann
> Commodore Software
> 1200 Wilson Drive
> West Chester, PA 19380
> USA

"TED" COMPUTER -- RECOMMENDATIONS

===
SOFTWARE PRIORITY/EMPHASIS:

1. First TED programs targeted to demo at CES Show...June.

2. _____

    _____

3. _____

    _____

===
TOP 5 SOFTWARE TITLES/PRODUCTS YOU'D LIKE TO HAVE/SELL:

1. _____

2. _____

3. _____

4. _____

5. _____

===
KEY PROGRAMS YOU HAVE DEVELOPED/LICENSED:*

1. TITLE_____ SUBJECT_____
   VENDOR_____ RETAIL PRICE_____
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   VENDOR_____ RETAIL PRICE_____
5. TITLE_____ SUBJECT_____
   VENDOR_____ RETAIL PRICE_____
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YOUR NAME:_____ POSITION:_____
COMMODORE COMPANY/LOCATION:_____
PHONE NUMBER:_____
                    *will call to discuss contract terms

                                              U.S. Software

VIC-20 COMPUTER -- RECOMMENDATIONS

===
SOFTWARE PRIORITY/EMPHASIS:

1. Expand software base to include non-game software.

2. _____

    _____

3. _____

    _____

===
TOP 5 SOFTWARE TITLES/PRODUCTS YOU'D LIKE TO HAVE/SELL:

1. _____

2. _____

3. _____

4. _____

5. _____

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YOUR NAME:_____ POSITION:_____
COMMODORE COMPANY/LOCATION:_____
PHONE NUMBER:_____
                        *will call to discuss contract terms

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COMMODORE 64 -- RECOMMENDATIONS

===
SOFTWARE PRIORITY/EMPHASIS:

1. Get software to market!

2. _____

   _____

3. _____

   _____

===
TOP 5 SOFTWARE TITLES/PRODUCTS YOU'D LIKE TO HAVE/SELL:

1. _____

2. _____

3. _____

4. _____

5. _____

===
KEY PROGRAMS YOU HAVE DEVELOPED/LICENSED:*

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YOUR NAME:_____ POSITION:_____
COMMODORE COMPANY/LOCATION:_____
PHONE NUMBER:_____
                          *will call to discuss contract terms

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EXECUTIVE 64 (Portable) -- RECOMMENDATIONS

===
SOFTWARE PRIORITY/EMPHASIS:

1. Bundle wordprocessor and spreadsheet?

2. _____

    _____

3. _____

    _____

===
TOP 5 SOFTWARE TITLES/PRODUCTS YOU'D LIKE TO HAVE/SELL:

1. _____

2. _____

3. _____

4. _____

5. _____

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KEY PROGRAMS YOU HAVE DEVELOPED/LICENSED:*

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YOUR NAME:_____ POSITION:_____
COMMODORE COMPANY/LOCATION:_____
PHONE NUMBER:_____
                        *will call to discuss contract terms

                                                    U.S. Software

PET 64 -- RECOMMENDATIONS

===
SOFTWARE PRIORITY/EMPHASIS:

1. Identify/promote C64 software which is compatible with PET 64.

2. _____

    _____

3. _____

    _____

===
TOP 5 SOFTWARE TITLES/PRODUCTS YOU'D LIKE TO HAVE/SELL:

1. _____

2. _____

3. _____

4. _____

5. _____

===
KEY PROGRAMS YOU HAVE DEVELOPED/LICENSED:*

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YOUR NAME:_____**POSITION:**_____
COMMODORE COMPANY/LOCATION:_____
PHONE NUMBER:_____

*will call to discuss contract terms

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COMMODORE C128 (P500) -- RECOMMENDATIONS

==
SOFTWARE PRIORITY/EMPHASIS:

1. Identify & convert key 40-column color programs.

2. _____

    _____

3. _____

    _____

==
TOP 5 SOFTWARE TITLES/PRODUCTS YOU'D LIKE TO HAVE/SELL:

1. _____

2. _____

3. _____

4. _____

5. _____

==
KEY PROGRAMS YOU HAVE DEVELOPED/LICENSED:*

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YOUR NAME:_____ **POSITION:**_____
COMMODORE COMPANY/LOCATION:_____
PHONE NUMBER:_____
                        *will call to discuss contract terms

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COMMODORE B SERIES (B/BX700) -- RECOMMENDATIONS

==
SOFTWARE PRIORITY/EMPHASIS:

1. Launch with nucleus of business software.

2. _____

    _____

3. _____

    _____

==
TOP 5 SOFTWARE TITLES/PRODUCTS YOU'D LIKE TO HAVE/SELL:

1. _____

2. _____

3. _____

4. _____

5. _____

==
KEY PROGRAMS YOU HAVE DEVELOPED/LICENSED:*

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    VENDOR_____ RETAIL PRICE_____
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YOUR NAME:_____ **POSITION:**_____
COMMODORE COMPANY/LOCATION:_____
PHONE NUMBER:_____

                         *will call to discuss contract terms

                                              U.S. Software

COMMODORE 8088 PROCESSOR OPERATING SYSTEMS -- RECOMMENDATIONS

==
SOFTWARE PRIORITY/EMPHASIS:

1. CP/M,CP/M 86,CP/M Plus,Concurrent CP/M,MS/DOS

2. _____

    _____

3. _____

    _____

==
TOP 5 SOFTWARE TITLES/PRODUCTS YOU'D LIKE TO HAVE/SELL:

1. _____

2. _____

3. _____

4. _____

5. _____

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KEY PROGRAMS YOU HAVE DEVELOPED/LICENSED:*

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YOUR NAME:_____POSITION:_____
COMMODORE COMPANY/LOCATION:_____
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                    *will call to discuss contract terms

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Z8000 SOFTWARE -- RECOMMENDATIONS

==
SOFTWARE PRIORITY/EMPHASIS:

1. UNIX and XENIX operating systems, applications.

2. _____

   _____

3. _____

   _____

==
TOP 5 SOFTWARE TITLES/PRODUCTS YOU'D LIKE TO HAVE/SELL:

1. _____

2. _____

3. _____

4. _____

5. _____

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KEY PROGRAMS YOU HAVE DEVELOPED/LICENSED:*

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YOUR NAME:_____POSITION:_____
COMMODORE COMPANY/LOCATION:_____
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COMMODORE DISK/PRINTER SOFTWARE -- RECOMMENDATIONS

===
SOFTWARE PRIORITY/EMPHASIS:

1. Make sure B software supports all Commodore disks, printers.

2. _____

    _____

3. _____

    _____

===
TOP 5 SOFTWARE TITLES/PRODUCTS YOU'D LIKE TO HAVE/SELL:

1. _____

2. _____

3. _____

4. _____

5. _____

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KEY PROGRAMS YOU HAVE DEVELOPED/LICENSED:*

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YOUR NAME:_____ POSITION:_____
COMMODORE COMPANY/LOCATION:_____
PHONE NUMBER:_____
                       *will call to discuss contract terms

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PRINTER/PLOTTER SOFTWARE -- RECOMMENDATIONS

==
SOFTWARE PRIORITY/EMPHASIS:

1. Provide software to support plotter & adapt existing programs.

2. _____

    _____

3. _____

    _____

==
TOP 5 SOFTWARE TITLES/PRODUCTS YOU'D LIKE TO HAVE/SELL:

1. _____

2. _____

3. _____

4. _____

5. _____

==
KEY PROGRAMS YOU HAVE DEVELOPED/LICENSED:*

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    VENDOR_____ RETAIL PRICE_____
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YOUR NAME: _____ **POSITION:** _____
COMMODORE COMPANY/LOCATION: _____
PHONE NUMBER: _____

                    *will call to discuss contract terms

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NEW "ICON" SOFTWARE -- RECOMMENDATIONS

==
SOFTWARE PRIORITY/EMPHASIS:

1. "MERLIN" (code name) and "MONARCH" programs.

2. _____

   _____

3. _____

   _____

==
TOP 5 SOFTWARE TITLES/PRODUCTS YOU'D LIKE TO HAVE/SELL:

1. _____

2. _____

3. _____

4. _____

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KEY PROGRAMS YOU HAVE DEVELOPED/LICENSED:*

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YOUR NAME:_____ POSITION:_____
COMMODORE COMPANY/LOCATION:_____
PHONE NUMBER:_____
                      *will call to discuss contract terms

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COMMODORE SPEECH MODULE -- RECOMMENDATIONS

===
SOFTWARE PRIORITY/EMPHASIS:

1. Build speech capability into "talking" games, other software.

2. _____

    _____

3. _____

    _____

===
TOP 5 SOFTWARE TITLES/PRODUCTS YOU'D LIKE TO HAVE/SELL:

1. Text-to-speech product. _____

2. _____

3. _____

4. _____

5. _____

===
KEY PROGRAMS YOU HAVE DEVELOPED/LICENSED:*

1. TITLE_____ SUBJECT_____
   VENDOR_____ RETAIL PRICE_____
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   VENDOR_____ RETAIL PRICE_____
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YOUR NAME:_____ **POSITION:**_____
COMMODORE COMPANY/LOCATION:_____
PHONE NUMBER:_____
                              *will call to discuss contract terms

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PIANO KEYBOARD SOFTWARE -- RECOMMENDATIONS

===
SOFTWARE PRIORITY/EMPHASIS:

1. Software to launch keyboard for June CES.

2. _____

    _____

3. _____

    _____

===
TOP 5 SOFTWARE TITLES/PRODUCTS YOU'D LIKE TO HAVE/SELL:

1. _____

2. _____

3. _____

4. _____

5. _____

===
KEY PROGRAMS YOU HAVE DEVELOPED/LICENSED:*

1. TITLE_____ SUBJECT_____
   VENDOR_____ RETAIL PRICE_____
2. TITLE_____ SUBJECT_____
   VENDOR_____ RETAIL PRICE_____
3. TITLE_____ SUBJECT_____
   VENDOR_____ RETAIL PRICE_____
4. TITLE_____ SUBJECT_____
   VENDOR_____ RETAIL PRICE_____
5. TITLE_____ SUBJECT_____
   VENDOR_____ RETAIL PRICE_____
===
YOUR NAME:_____ POSITION:_____
COMMODORE COMPANY/LOCATION:_____
PHONE NUMBER:_____

                      *will call to discuss contract terms

DIGI-DRUM SOFTWARE -- RECOMMENDATIONS

===
SOFTWARE PRIORITY/EMPHASIS:

1. Software support as required.

2. _____

    _____

3. _____

    _____

===
TOP 5 SOFTWARE TITLES/PRODUCTS YOU'D LIKE TO HAVE/SELL:

1. _____

2. _____

3. _____

4. _____

5. _____

===
KEY PROGRAMS YOU HAVE DEVELOPED/LICENSED:*

1. TITLE_____   SUBJECT_____
    VENDOR_____   RETAIL PRICE_____
2. TITLE_____   SUBJECT_____
    VENDOR_____   RETAIL PRICE_____
3. TITLE_____   SUBJECT_____
    VENDOR_____   RETAIL PRICE_____
4. TITLE_____   SUBJECT_____
    VENDOR_____   RETAIL PRICE_____
5. TITLE_____   SUBJECT_____
    VENDOR_____   RETAIL PRICE_____
===
YOUR NAME:_____ **POSITION:**_____
COMMODORE COMPANY/LOCATION:_____
PHONE NUMBER:_____
                          *will call to discuss contract terms

                                                    U.S. Software

"B" SERIES BUSINESS SOFTWARE - BY PROCESSOR/OPERATING SYSTEM

M.Tomczyk

Microprocessor	6509	8088	8088	8088	8088	Z-80
Operating System	COMMODORE	MS/DOS	CP/M 86	CONCURRENT CP/M	CP/M PLUS	CP/M
Wordprocessing			WORDSTAR			
Spelling Checker			SPELLSTAR (optional)			
Single Spreadsheet			CALCSTAR			
MultipleSpreadsheet		MULTIPLAN *				
Database & Filing			INFOSTAR(optional)			
Mail List			MAIL MERGE			
General Ledger	INFODESIGNS General Ledger					
Accounts Receivable	INFODESIGNS Accoun Receivable/Billing					
Accounts Payable	INFODESIGNS Accts Payable/Checkwrit					
Inventory Control	INFODESIGNS Inventory Control					
Payroll	INFODESIGNS Payroll					
Telecommunications						
"ICON" Software			MONARCH *			
Sales Order Entry	INFODESIGNS Order Entry					

*In Negotiation

BUSINESS SOFTWARE - PLANNING MATRIX

M. Tomczyk

	VIC-20	COMMODORE 64	COMMODORE C128	COMMODORE CBM8032	COMMODORE B128	COMMODORE B256	COMMODORE CBM128	COMMODORE CBM256
SPECIFICATIONS	5K 22 Col. Color 6502	64K 40 Col. Color 6510	128K 40 Col. Color 6509	32K 80 Col. Mono 6502	128K 80 Col. Mono 6509	256K 80 Col. Mono 6509	128K 80 Col. Monit Mono 6509/8088	256K 80 Col. Monit Mono 6509/8088
PROCESSOR OPTIONS		Z80/CPM	Z80/CPM		Z80/CPM,8088	Z80/CPM,8088	Z80/CP/M	Z80/CP/M
Wordprocessor	VICWRITER	WORD/NAME MACHINE EASYSCRIPT 64 WORDPRO 64*					WORDSTAR (CPM86)	WORDSTAR (CPM86)
Spelling Checker		EASYSPELL 64 (Use w. EasyScript)					SPELLSTAR (CPM86) (optional)	SPELLSTAR (CPM86) (optional)
Single Spreadsheet	SIMPLICALC	EASYCALC 64 (CalcResult)					CALCSTAR (CPM86)	CALCSTAR (CPM86)
Multiple Spreadsheet		MULTIPLAN					MULTIPLAN (MS/DOS)	MULTIPLAN (MS/DOS)
Database & File System	VICFILE	THE MANAGER		CMAR File System OZZ I.R.M.A.personnel			DATASTAR (CPM86) (optional)	DATASTAR (CPM86) (optional)
Mail List		EASYMAIL 64					MAILMERGE (CPM86)	MAILMERGE (CPM86)
General Ledger		INFODESIGNS* General Ledger		BPI General Ledger	BPI General Ledger			
Accounts Receivable		INFODESIGNS* Accts Recvbl/Bill		BPI Accts Receivable	BPI Accts Receivable			
Accounts Payable		INFODESIGNS* AcctsPayabl/Check		BPI Accts Payable	BPI Accts Payable			
Inventory Control		EASYINVENTORY 64 InfoDesigns * Inventory Control		BPI Inventory Control	BPI Inventory Control			
Payroll		INFODESIGNS* Payroll		BPI Payroll	BPI Payroll			
Financial Decision-Making	MONEY DECISIONS I MONEY DECISIONS II MONEY MANAGER (UK)	EASYFINANCE I EASYFINANCE II EASYFINANCE III EASYFINANCE IV EASYFINANCE V FUTURE FINANCE 64 HOME ACCOUNTANT*		BPI Job Costing Titan Job Cost Syst Medical Acctg Systm Legal Time Acctg Freight Ratings/Sys Atlas 1200 Svc/Main				
Tele-communications	VICTERMI (w.Modem) VICTERM 40	TERM20/64		DowJones Portfolio (Use with Modem)				MONARCH MS/DOS or CPM
"Icon" Software		MERLIN					MONARCH MS/DOS or CPM	

*In negotiation.

COMPUTER LANGUAGES & OPERATING SYSTEMS   PLANNING MATRIX

	VIC-20	COMMODORE 64	COMMODORE C128	COMMODORE CBM8032	COMMODORE B128	COMMODORE B256	COMMODORE CBM128	COMMODORE CBM256
SPECIFICATIONS	5K 22 Col. Color 6502	64K 40 Col. Color 6510	128K 40 Col. Color 6509	32K 80 Col. Mono 6502	128K 80 Col. Mono 6509	256K 80 Col. Mono 6509	128K 80 Col. Monit. Mono 6509/8088	256K 80 Col. Monit. Mono 6509/8088
PROCESSOR OPTIONS		Z80/CPM	Z80/CPM		Z80/CPM,8088	Z80/CPM,8088	Z80/CPM	Z80/CPM
CP/M (Z80)		Z80 Cartridge			CP/M*			CP/M*
CP/M Plus					CP/M Plus*			CP/M Plus*
CP/M 86 (8088)					CP/M 86			CP/M 86
CONCURRENT CP/M(8088)					CONCURRENT CP/M*			CONCURRENT CP/M*
MS/DOS					MS/DOS*			MS/DOS*
APL								
CBASIC								
COBOL								
FORTRAN								
FORTH	(Sweden has)							
LOGO		LOGO						
PL/1								
PILOT		PILOT						
PASCAL								

*In progress of being implemented on B Machines.

EDUCATION & LEARNING AIDS - PLANNING MATRIX

M. Tomczyk

	VIC-20	COMMODORE 64	COMMODORE C128 (P)	COMMODORE CBM8032	COMMODORE B128	COMMODORE B256	COMMODORE CBM128	COMMODORE CBM256
SPECIFICATIONS	5K 22 Col. Color 6502	64K 40 Col. Color 6510	128K 40 Col. Color 6509	32K 80 Col. Mono 6502	128K 80 Col. Mono 6509	256K 80 Col. Mono 6509	128K 80-Col.Monitr Mono 6509/8088	256K 80-Col.Monitr Mono 6509/8088
PROCESSOR OPTIONS		Z80/CPM	Z80/CPM		Z80/CPM,8088	Z80/CPM,8088	Z80/CPM	Z80/CPM
CHILDREN'S BASIC PROGRAMMING COURSE	GORTEK	GORTEK						
INTRODUCTION TO BASIC — PART I	INTRO TO BASIC - Part I	INTRO TO BASIC - Part I						
INTRODUCTION TO BASIC -- PART II	INTRO TO BASIC - Part II	INTRO TO BASIC - Part II						
ASSEMBLER TUTORIAL		ASSEMBLER TUTORIAL (U.K.)						
TEACHER'S QUIZ AND LESSON MAKER		EASYLESSON 64/EASY QUIZ 64						
EDUCATIONAL PUBLIC DOMAIN PACKAGE		656 PUBLIC DOMAIN PROGRAMS (Canada)						
PRE-SCHOOL "BABYSITTER"	HOME BABYSITTER							
MATH IMPROVEMENT	SPEED/BINGO MATH MATH IMPROVMT 6PAK	SPEED/BINGO MATH						
ASTRONOMY LEARNING	VISIBLE SOLAR SYSTEM	VISIBLE SOLAR SYSTEM						
MUSIC LEARNING		META MUSIC I						

NOTE: COMMODORE 64 software which runs on the PET 64 is shown on a separate page.

PROGRAMMING AIDS & UTILITIES - PLANNING MATRIX

M. Tomczyk

	VIC-20	COMMODORE 64	COMMODORE C128	COMMODORE CBM8032	COMMODORE B128	COMMODORE B256	COMMODORE CBM128	COMMODORE CBM256
SPECIFICATIONS	5K 22 Col. Color 6502	64K 40 Col. Color 6510	128K 40 Col. Color 6509	32K 80 Col. Mono 6502	128K 80 Col. Mono 6509	256K 80 Col. Mono 6509	128K 80 Col. Monit Mono 6509/8088	256K 80 Col. Monit. Mono 6509/8088
PROCESSOR OPTIONS		Z80/CPM	Z80/CPM		Z80/CPM,8088	Z80/CPM,8088	Z80/CPM	Z80/CPM
MACHINE LANGUAGE MONITOR	VICMON	(Included on Utility Disk)						
ASSEMBLER DEVELOPMENT		ASSEMBLER 64		ASSEMBLER SYSTEM				
SCREEN EDITOR		SCREEN EDITOR 64						
CHARACTER SET & SPRITE EDITOR	PROGRAMMABLE CHARACTER SET &GAMEGRAPHICS ED.	SPRITE ANIMATION EDITOR 64						
PET EMULATOR		PET EMULATOR 64						
PROGRAMMER'S AID (Prog.Commands)	PROGRAMMER'S AID	SIMON'S BASIC						
"EXTENDED" BASIC (Graphics)	SUPEREXPANDER	SUPEREXPANDER 64 (VSP)						

RECREATIONAL SOFTWARE - PLANNING MATRIX

M. Tomczyk

	VIC-20	COMMODORE 64	COMMODORE C128	TED		
SPECIFICATIONS	5K 22 Col. Color 6502	64K 40 Col. Color 6510	128K 40 Col. Color 6509			
BALLY MIDWAY ARCADE GAMES	GORF OMEGA RACE CLOWNS SEAWOLF	GORF OMEGA RACE CLOWNS SEAWOLF KICKMAN WIZARD OF WOR				
VIDEO ARCADE SERIES	JUPITER LANDER RADAR RATRACE SUPERSMASH VIC AVENGER PINBALL SPECTACULAR STAR POST COSMIC CRUNCHER COSMIC JAILBREAK RAID ON FT. KNOX SUPER ALIEN MONEY WARS MENAGERIE GARDEN WARS SUPERSLOT DRAW POKER SPY SCHOOL	JUPITER LANDER RADAR RATRACE SUPERSMASH AVENGERS PINBALL SPECTACULAR STAR POST LAZARIAN BLUEPRINT SOLAR FOX SATAN'S HOLLOW FORTY FATHOMS FROGMASTER GARDEN WARS				
CHILDREN'S GAMES	MOLE ATTACK THE SKY IS FALLING TOOTH INVADERS NUMBER NABBER	TOOTH INVADERS NUMBER NABBER				
INTELLECTUAL GAMES	SARGON II CHESS					
ADVENTURE GAME SERIES	ADVENTURE LAND PIRATE COVE THE COUNT VOODOO CASTLE					
LIFESTYLE SERIES	QUIZMASTER KNOW YOUR OWN PERSONALITY KNOW YOUR CHILD'S IQ KNOW YOUR OWN IQ CARRIER MENU PLANNER	QUIZMASTER KNOW YOUR OWN PERSONALITY KNOWN YOUR CHILD'S IQ KNOW YOUR OWN IQ CARRIER MENU PLANNER				
GAMES & RECREATION ON TAPE	MATH IMPROVMT 6 PACK RECREATION 6 PACK SAMPLER SIX PACK	C64 CASSETTE BONUS PAC				
ART & MUSIC	COMMODORE ARTIST	MUSIC MACHINE MUSIC COMPOSER				
SPORTS GAMES	ROAD RACE	LEMANS Soccer (UK/2 Player)				

product number	product name	u.p.c. #	disk cart tape	vendor	memory size bytes	program complete	beta test complete	release to product.	instruct. book written	instruct. book printed	packaging completed	sales samples available	available to ship	retail price list

programming aids & computer languages

c64-101	assembler 64	0-43467-00093	disk	cbm		*	*	*	*	*	*g	*	*	49.95
c64-102	basic compiler	0-43467-0		cbm-uk		"pet speed								
c64-103	C64 disk bonus pack	0-43467-0	disk	cbm		*	*	*	*	*	*	*	*	no
c64-104	C64 superexpander (vsp)	0-43467-0	cart	cbm-mos	8k	*	*	*	5/2	5/12	5/12	5/15	5/25	49.95
c64-105	logo	0-43467-00094	disk	terrapin	30k	*	4/21	4/25	4/25	5/9	"c"	5/9	5/15	99.95
c64-106	pilot	0-43467-00095	disk	microp1	16k	*	*	*	*	4/29	"c"	4/29	5/5	99.95
c64-107	pet emulator	0-43467-00096	disk	cbm	4k	*	*	*	*	*	*g	*	*	29.95
c64-108	simon's basic	0-43467-0	cart	cbm-uk	16k	*	*	*	*	*	"c"	5/12	5/28	
c64-109	screen editor	0-43467-00097	disk	cbm	4k	*	*	*	*	*	*g	*	*	29.95
c64-110	cp/m system	0-43467-00098	disk	cbm-mos		*	*	*	*	*	5/12+	5/12	5/15	
c64-150	c64 cassette bonus pack	0-43467-0	tape	cbm-pret.		*	*	*	*	*	*	*	*	no

business software (for home and office)

product number	product name	u.p.c. #	disk cartridge tape	vendor	memory size bytes	program complete	beta test complete	release to product.	instruct. book written	instruct. book printed	packaging completed	sales samples available	available to ship	retail price list
c64-200	easycalc 64	0-43467-00076	cartridge	matts	24K	4/20	5/1	5/1	5/1	5/18	5/20"i"	5/20	5/25	79.95
c64-201	easyfile 64	0-43467-00080	disk	tmq		*	4/18	4/20	4/20	5/1	5/20"i"	5/20	5/25	99.95
c64-202	easyfinance 64 I	0-43467-00078	disk	eagle		*	*	*	*	*	4/20e	4/20	4/25	49.95
c64-203	easyinventory 64	0-43467-0	disk	cbm-uk		*	5/1	5/5	5/5	5/18	5/20	5/20	5/22	
c64-204	easymail 64	0-43467-00083	disk	cbm		*	*	*	*		*g	*	*	49.95
c64-205	easyplot 64	0-43467-0		not defined/(to replace isa)											79.95
c64-206	easyschedule 64	0-43467-00079		not defined/(to replace isa)											79.95
c64-207	easyscript 64	0-43467-00081	disk	cbm-uk		*	*	*	*	*	*c	*	4/20	99.95
c64-208	easyspell	0-43467-0	disk	cbm-uk		*	4/20	4/22	*	5/10	5/20	5/20	5/25	29.95
c64-209	future finance	0-43467-0	disk	cbm-uk											
c64-210	word/name machine	0-43467-00091	disk	cbm		*	*	*	*	*	g	*	*	29.95
c64-211	calculator	0-43467-0	disk	cbm-uk		*									
c64-212	easyfinance II	0-43467-0	disk	eagle		*	*	*	*	*	4/20e	4/20	4/25	49.95
c64-213	easyfinance III	0-43467-0	disk	eagle		*	*	*	*	4/25	4/20e	4/25	4/30	49.95
c64-214	easyfinance IV	0-43467-0	disk	eagle		*	4/20	4/20	4/21	5/6	4/20e	5/6	5/18	49.95
c64-215	easyfinance V	0-43467-0	disk	eagle		*	5/1	5/2	5/2	5/15	4/20e	5/15	5/18	49.95
vt232	term 20/64	0-43467-000102	tape			*	*	*	*	*	*	*	*	

education & learning aids

product number	product name	u.p.c. #	cartridge tape	vendor	size bytes	program complete	test complete	to product.	book written	book printed	packaging completed	samples available	to ship	price list
c64-301	itb I	0-43467-0	tape	cbm-uk		*	*	*	*	5/1	5/12 c	5/12	5/12	29.95
c64-302	itb II	0-43467-0	tape	cbm-uk	after part I finished									29.95
c64-303	gortek	0-43467-00092	tape	cbm-uk		*	*	*	*	*	*	*	*	24.95
c64-304	computer tutor	0-43467-00084	cartridge	dig. learn	project is 7 months late. feb is poss. term.									
c64-305	assembler tutor	0-43467-0	disk	cbm-uk		4/15	4/20	4/21	4/20	5/10	5/15	5/10	5/15	
c64-310	ez lesson/quiz 64	0-43467-00092	disk	cbm		*	*	*	*	*	*g	*	*	39.95
c64-311	educ. pub. domain	0-43467-0	disk	cbm-can										HOLD

art & music

product number	product name	u.p.c. #	cartridge tape	vendor	size bytes	program complete	test complete	to product.	book written	book printed	packaging completed	samples available	to ship	price list
c64-401	meta music	0-43467-00101	disk	cimarron	16k prj in quest									99.95
c64-402	music machine	0-43467-00099	cartridge	cbm-can	8k	*	*	*	*	*	*a	*	*	29.95
c64-403	music composer	0-43467-00100	cartridge	cbm	8k	*	*	*	*	*	*a	*	*	29.95

lifestyle series (c64-500 - c64-599)

product number	product name
c64-500	know ur iq
c64-501	know ur child iq
c64-502	know personality
c64-503	carrier menu pl.
c64-504	quizmaster
c64-505	money manager

public domain prgs
business

product number	product name	u.p.c. #	disk cartridge tape	vendor	size bytes	program complete	test complete	to product.	book written	book printed	packaging completed	samples available	to ship	price list
c64-700	business "RA"	0-43467-00126	disk (14 prgs.)	cbm-pd		*		*	*	*	*	4/23	4/25	$ 6.95
c64-701	geography "RA"	0-43467-00121	disk (13 prgs.)	cbm-pd		*	*	*	*	*	*	4/23	4/25	$ 6.95
c64-702	english I	0-43467-00128	disk (13 prgs.)	cbm-pd		*	*	*	*	*	*	4/23	4/25	$ 6.95
c64-703	english II	0-43467-00129	disk (15 prgs.)	cbm-pd		*	*	*	*	*	*	4/23	4/25	$ 6.95
c64-704	english III	0-43467-00130	disk (14 prgs.)	cbm-pd		*	*	*	*	*	*	4/23	4/25	$ 6.95
c64-705	english IV	0-43467-00131	disk (3 prgs.)	cbm-pd		*	*	*	*	*	*	4/23	4/25	$ 6.95
c64-706	english V	0-43467-00132	disk (14 prgs.)	cbm-pd		*	*	*	*	*	*	4/23	4/25	$ 6.95
c64-707	english VI	0-43467-00133	disk (15 prgs.)	cbm-pd		*	*	*	*	*	*	4/23	4/25	$ 6.95
c64-708	english VII	0-43467-00134	disk (15 prgs.)	cbm-pd		*	*	*	*	*	*	4/23	4/25	$ 6.95
c64-709	math I	0-43467-00135	disk (14 prgs.)	cbm-pd		*	*	*	*	*	*	4/23	4/25	$ 6.95
c64-710	math II	0-43467-00136	disk (15 prgs.)	cbm-pd		*	*	*	*	*	*	4/23	4/25	$ 6.95
c64-711	math III	0-43467-00137	disk (14 prgs.)	cbm-pd		*	*	*	*	*	*	4/23	4/25	$ 6.95
c64-712	math IV	0-43467-00138	disk (12 prgs.)	cbm-pd		*	*	*	*	*	*	4/23	4/25	$ 6.95
c64-713	math V	0-43467-00139	disk (12 prgs.)	cbm-pd		*	*	*	*	*	*	4/23	4/25	$ 6.95
c64-714	math VI	0-43467-00140	disk (10 prgs.)	cbm-pd		*	*	*	*	*	*	4/23	4/25	$ 6.95
c64-715	math VII	0-43467-00141	disk (5 prgs.)	cbm-pd		*	*	*	*	*	*	4/23	4/25	$ 6.95
c64-716	math VIII	0-43467-00142	disk (13 prgs.)	cbm-pd		*	*	*	*	*	*	4/23	4/25	$ 6.95
c64-717	comp sci "CA"	0-43467-00143	disk (13 prgs.)	cbm-pd		*	*	*	*	*	*	4/23	4/25	$ 6.95
c64-718	science I	0-43467-00144	disk (12 prgs.)	cbm-pd		*	*	*	*	*	*	4/23	4/25	$ 6.95
c64-719	science II	0-43467-00145	disk (13 prgs.)	cbm-pd		*	*	*	*	*	*	4/23	4/25	$ 6.95
c64-720	science III	0-43467-00146	disk (12 prgs.)	cbm-pd		*	*	*	*	*	*	4/23	4/25	$ 6.95
c64-721	science IV	0-43467-00147	disk (12 prgs.)	cbm-pd		*	*	*	*	*	*	4/23	4/25	$ 6.95
c64-722	tech "TA"	0-43467-00148	disk (10 prgs.)	cbm-pd		*	*	*	*	*	*	4/23	4/25	$ 6.95
c64-723	history I	0-43467-00149	disk (5 prgs.)	cbm-pd		*	*	*	*	*	*	4/23	4/25	$ 6.95
c64-724	games I	0-43467-00150	disk (14 prgs.)	cbm-pd		*	*	*	*	*	*	4/23	4/25	$ 6.95
c64-725	games II	0-43467-00151	disk (13 prgs.)	cbm-pd		*	*	*	*	*	*	4/23	4/25	$ 6.95
c64-726	games III	0-43467-00152	disk (7 prgs.)	cbm-pd		*	*	*	*	*	*	4/23	4/25	$ 6.95

product number	product name	u.p.c. #	disk cartridge tape	vendor	memory size bytes	program complete	beta test complete	release to product.	instruct. book written	instruct. book printed	packaging completed	sales samples available	available to ship	retail price list

games & recreation

product number	product name	u.p.c. #	disk cartridge tape	vendor	memory size bytes	program complete	beta test complete	release to product.	instruct. book written	instruct. book printed	packaging completed	sales samples available	available to ship	retail price list
c64-601	jupiter lander	0-43467-00065	cartridge	cbm-hal	8k	*	*	*	*	*	*a	*	*	29.95
c64-602	kickman	0-43467-00066	cartridge	cbm-bally	8k	*	*	*	*	*	*a	*	*	29.95
c64-603	sea wolf	0-43467-00067	cartridge	cbm-bally	8k	*	*	*	*	*	*a	*	*	29.95
c64-604	speed/bingo math	0-43467-00068	cartridge	cbm-bally	8k	*	*	*	*	*	*a	*	*	29.95
c64-605	radar rat race	0-43467-00069	cartridge	cbm-hal	8k	*	*	*	*	*	*a	*	*	29.95
c64-606	clowns	0-43467-00070	cartridge	cbm-bally	8k	*	*	*	*		*a			29.95
c64-609	visible solar sys	0-43467-00104	cartridge	madell	8k	*	*	*	*		*a			29.95
c64-610	tooth invaders	0-43467-00105	cartridge	eri	8k	4/22	4/23	4/23	5/1		*			29.95
c64-611	forty fathoms	0-43467-00106	cartridge	eri	8k								*	29.95
c64-612	blueprint	0-43467-00107	cartridge	cbm-bally	8k	4/25	4/28	4/30	4/30	5/5	5/5	*	*	29.95
c64-613	lazarian	0-43467-00110	cartridge	cbm-bally	12k	*	*	*	*	*	*	*	*	29.95
c64-614	omega race	0-43467-00074	cartridge	cbm-bally	8k	*	*	*	*	*	*	*	*	29.95
c64-615	wizard of wor	0-43467-00075	cartridge	cbm-bally		5/1	5/7	5/8	5/10	5/18	*	*	*	29.95
c64-616	leman's	0-43467-00108	cartridge	cbm-hal		*	*	*	*	*	*	*	*	29.95
c64-617	pinball spec.	0-43467-00109	cartridge	cbm-hal		*	4/20	4/22	4/20	4/30	*	*	*	29.95
c64-618	gorf	0-43467-00111	cartridge	cbm-bally		5/7	5/15	5/16	5/25	5/30	*	*	*	29.95
c64-619	solar fox		cartridge	unique-bally		5/5	5/13	5/14	5/13	5/23	*	*	*	29.95
c64-620	satan hollow		cartridge	cbm-bally		5/1	5/8	5/9	5/10	5/23	*	*	*	29.95
c64-621	avengers		cartridge	leemon		4/25	4/25	4/26	4/26	5/1	*	*	*	29.95
c64-622	super smash		cartridge	downriver		4/25	4/25	4/26	4/26	5/1	*	*	*	29.95
c64-623	star post		cartridge	unique		4/21	4/28	4/28	4/29	5/10	*	*	*	29.95

product number	product name	u.p.c. #	vendor	disk cart tape	memory size bytes	program complete	beta test complete	release to product.	instruct book written	instruct book printed	packagin complete	sales samples availabl	availabl to ship	retail price list
	general ledger		info	disk		5/15	5/30	5/30	5/30	6/15	5/20	6/15	6/20	
	ac rec.		info	disk		5/15	5/30	5/30	5/30	6/15	5/20	6/15	6/20	
	ac pay.		info	disk		5/15	5/30	5/30	5/30	6/15	5/20	6/15	6/20	
	inventory		info	disk		6/15	6/30	6/30	6/30	7/10	5/20	7/10	7/20	
	job cost		info	disk		6/15	6/30	6/30	6/30	7/10	5/20	7/10	7/20	
	payroll		info	disk		6/15	6/30	6/30	6/30	7/10	5/20	7/10	7/20	
	moneyI													
	moneyII													
	irmaII													
	easy plot													

product number	product name	u.p.c. #	tape	vendor	memory size bytes	program complete	beta test complete	release to product.	instruct book written	instruct book printed	packagin complete	sales samples availabl	availabl to ship	retail price list
	logo			terrapin										
	pilot			micropi										
	assembler			cbm-fairborn										
	pet emulator			cbm										
	screen editor			cbm										
	moneyI			eagle										
	moneyII			eagle										
	easy plot													

COMMODORE SOFTWARE

ACQUISITION PROCEDURES

SOFTWARE ACQUISITION PROCEDURES

The following details how new
software comes into the
Commodore Software Division
from outside developers...we
assume all products received by
the group have been submitted
by developers who want to have
a commercial relationship with
Commodore either by licensing
their software to Commodore or
by joining the Commodore
Approved Products program.

SOFTWARE ACQUISITION PROCEDURES

1. The SOFTWARE LIBRARIAN receives all new software.
    He logs in the software and passes it on to the
    SOFTWARE REVIEW GROUP within 24 hours. He also
    sends a form letter to the VENDOR acknowledging
    receipt of the program.

    If the program is a PRIORITY item or if it falls
    into a special category the librarian has been alerted
    to watch for, the SOFTWARE MARKETING COMMITTEE is
    immediately notified...so priority projects can be
    expedited.

2. The SOFTWARE REVIEW GROUP reviews the product and
    fills out a product evaluation form.

    If a program receives an overall rating or five (5)
    or higher, it is passed on to the SOFTWARE MARKETING
    COMMITTEE.

    If the program receives a rating of five (5) or less,
    it is returned to the author with a copy of the
    evaluation form and a letter thanking the author for
    the submission and inviting further submissions.
    The marketing committee is given a report of all
    evaluation reports including rejects.

3. The SOFTWARE MARKETING COMMITTEE reviews the
    recommendations of the REVIEW GROUP on a weekly basis
    and recommends whether a product should be targeted
    as a COMMODORE PRODUCT (licensed or OEM from vendor)
    if it should become a COMMODORE APPROVED PRODUCT,
    or if it should be REJECTED.

Three things happen if a product is recommended as a COMMODORE PRODUCT:

(1) The vendor is IMMEDIATELY contacted and negotiations begun.

(2) Assuming favorable response from the vendor, the product is given to the QUALITY ASSURANCE cell of the REVIEW GROUP for a detailed quality test.

(3) If the product passes QUALITY ASSURANCE the MARKETING COMMITTEE is notified. If the product does not pass quality tests, it is returned to the VENDOR who is asked to correct the bugs/defects and resubmit to QUALITY ASSURANCE for a second test.

If the product is recommended as a COMMODORE APPROVED PRODUCT, the following occurs:

(1) The vendor is IMMEDIATELY contacted and negotiations begun.

(2) Assuming favorable response from the vendor and receipt of the APPLICATION fee, the product is given to the QUALITY ASSURANCE cell of the REVIEW GROUP for a detailed quality test.

(3) If the product passes QUALITY ASSURANCE the MARKETING COMMITTEE is notified. If the product does not pass quality tests, it is returned to the VENDOR who is asked to correct the bugs/defects and resubmit to QUALITY ASSURANCE for a second test.

The current proposed members of the SOFTWARE MARKETING COMMITTEE include: S.Hartmann, M.Jones or alternate, M.Tomczyk, P.Goheen and G.Pratt. S.Greenberg and J.Mathias will be consulted on game programs, J.Kelly/A.Friedman will be consulted on business/financial programs, and D.Rosenwald/D.Kunz will be consulted on educational

projects. The purpose of the marketing committee is to provide a knowledgeable, flexible group of experts with different backgrounds so any consensus reached on a program is as valid and professional as possible. Other "experts" will be consulted as appropriate.

4. The **CONTRACT ADMINISTRATION** staff turns negotiation points into a contract as soon as the Marketing Committee has finalized negotiating points with a vendor whose product has passed quality assurance tests and been recommended as a Commodore or Commodore Approved Product.

5. **COMMODORE PRODUCTS** which are licensed are immediately placed in the **MANUFACTURING/PRODUCTION** stream and appropriate actions are taken by Marketing, Sales, etc.

   COMMODORE APPROVED PRODUCTS are immediately included in that program, added to brochures and promotional materials and if appropriate offered to Contemporary Marketing for distribution.

# # #

PRODUCT REVIEW DOCUMENT

Product Number: _____   Date: _____

                                    Evaluator: _____

Product: _____   Contact: _____

Company: _____

Phone: _____   Hardware Required: _____

Target System Comments: _____

REVIEW SUMMARY

RATING SCALE: (0-unsatis, 1-poor, 2-fair, 3-average, 4-good, 5-excellent)

	Rating	Factor	Total	Maximum
User Interface Considerations: (60%)				
Program Flow		2.4		
Input Routine Strength		2.4		
Error Trapping		2.4		
Screen Design		2.4		
Clarity of Messages and Prompts		2.4		
Uses Model Features: (9%)		1.8		
Miscellaneous: (21%)				
Completeness		1.4		
Output Design		1.4		
Accuracy / Bugs		1.4		
Manual: (6% and 4%)				
Completeness		1.2		
Flow		.8		

TOTAL SCORE (actual score/maximum score * 100)   >>>===>

P R O D U C T   R E V I E W   D O C U M E N T

SUGGESTIONS FOR IMPROVEMENT - REVIEW SUMMARY:

COMMENTS CONCERNING SIMILAR PRODUCTS / FEATURES BREAKDOWN:

- o   General Features
- o   Files Supported
- o   Screen Formatting
- o   Cursor Controls
- o   Reports Generated
- o   Storage/Disk Maintenance
- o   Printer Control/Output Control
- o   Etc.

RECOMMENDATION:

PRODUCT REVIEW DOCUMENT
DETAIL EVALUATION

USER INTERFACE CONSIDERATIONS: (60% of total evaluation)

Program Flow:

Input Routine Strength:

Error Trapping:

Screen Design:

Clarity of Messages and Prompts:

USES MODEL FEATURES: (9% of total evaluation)

MISCELLANEOUS: (21% of total evaluation)

Completeness:

Output Design:

Accuracy / Bugs:

MANUAL: (6% and 4% of total evaluation)

Completeness:

Flow:

PRODUCT TEST DOCUMENT

Product Number: _____   Date: _____

                                        Testor: _____

Product: _____   Contact: _____

Company: _____

Phone: _____   Hardware Configuration: _____

DESCRIPTION OF PRODUCT:

PROGRAM FLOW AND FUNCTIONS TO BE TESTED:

ACCEPTABLE INPUT BY FUNCTION BY FIELD:

ACCEPTABLE OUTPUT BY FUNCTION BY FIELD:

GENERAL TESTING THROUGHOUT:

TESTING PROCEDURE:

TEST DATA AND RESULTS: (USE ATTACHED FORMAT)

TEST PROCEDURE INPUT AND RESPONSE LOG

Product: _____   Date: _____

Function being tested: _____

Page _____ of _____

I PROMPT	I INPUT	I RESPONSE (blank if expected)	I
I	I	I	I
I	I	I	I
I	I	I	I
I	I	I	I
I	I	I	I
I	I	I	I
I	I	I	I
I	I	I	I

Etc.

All portions of the above format are to be filled out. Some parts will
not be applicable to all products, but must be present as N/A. This will
provide the play-by-play log of just what was tested, and why/how/who and
what happened.

Best judgement must apply here as it is obvious that a large book may be
generated quickly if one followed the format to the letter. The format
provides a frame from which the test plan is developed, it is up to the
testor to ensure that the test is done professionally and completely.

SAMPLE PRODUCT REVIEW AND COMPARISON

Date: April 11, 1983

Re: Product Review and Comparison

       EasyScript 64
       WordPro 3 Plus/64
       WordPro 64
       WordStar 3.0/64

CONTENTS

       1. Hardware used in evaluation

       2. Brief description of each wordProcessor

       3. Summary of review

       4. Comparison chart

HARDWARE

       SYSTEM 1

       Commodore 64, Serial# 245842, Kernal Rev. 2
       Commodore Disk Drive, 1541, Serial# 1828338
       Commodore Printer, 1525, Serial# 214566

       SYSTEM 2

       Commodore 64, Serial# 125683, Kernal Rev. 1
       Commodore Disk Drive, 1541, Serial# 1828339

       SYSTEM 3

       Commodore CP/M System - CP/M cartridge and software.
       The cartridge was installed to operate WordStar 3.0.

       All wordProcessors, with the exception of WordPro 64, were
       tested and functioned the same on each system.

NOTE: This report was prepared with EasyScript 64 and printed
on the 1525 Printer.

WordPro 3 PLUS/64

A subset of WordPro 4 Plus, which is used by many Commodore employees.

This easy to learn and operate word processor uses color, sound, cursor control, insertion, deletion, and printer and file manipulation.

It makes partial usage of the 64's enhanced memory capability; e.g. it offers the same number of text lines as Professional Software's 8032 version. Other weaknesses found are: printer functions do not support subscripts or superscripts, there is no scrolling (evidenced by the lack of a video output mode), WordPro does not print selected pages of a document and there is no use made of the 64's function keys.

SOFTWARE BUGS — none found

EasyScript 64

Another easy to learn and use wordprocessor. Designed to use sound, color, function keys and the expanded C64 memory. Features most of the functions found in WordPro 4 Plus and WordCraft 80 (both are 8032 products!) and some that these two don't have.

Major strengths include the ability to set screen width to 240 columns; thus making it possible to set up charts, and almost twice the text area of WordPro 3 Plus/64.

SOFTWARE BUGS — none found

WordStar 3.0

Operates in a CP/M environment. WordStar won its popularity because it has more features than any other personal computer wordprocessor, plus, it is supported by excellant speller and mail merge packages.

WordStar makes no use of the features of the Commodore 64; e.g. color, sound or function keys and is difficult to learn. Although it is not suitable for the consumer, it does enjoy an excellant reputation in the general business marketplace. The cost of this product is in the $500.00 price range.

Please note: due to the software bugs and the restrictions of the 1525 printer, I was not able to test WordStar's printer functions.

SOFTWARE BUGS — 1. Screen formating for help statements is poor, difficult to read and contains misspelled words; 2. Printout is in graphics mode (lower case characters are caps and caps are printed as graphics characters); 3. The clear tab command created "internal problems"; and 4. The line spacing command hangs the system.

I did not operate WordPro 64, all facts come from a phone interview with Stu Martin. It contains all the features of WordPro 4 Plus and then some. Listed below are some of the WordPro 64 features not listed in the chart.

Symbolic Output - Makes a graphic representation of the structure of the actual printout. Gives the writer an opportunity to view the formatted printout all on one screen.

Background Printing - allows user to print files while editing another. The new feature added is that disk access is now allowed in this mode.

Additional changes and additions - supports up to four disk dirves, the file name is remembered for disk saves, variable blocks in extra memory area are referenced in the main text by number rather than sequence, printer modules are definable and stored on disk to customize for different printers and the margin releases are relational rather than absolute values.

CONCLUSION

WordStar is the superior of the wordprocessors examined for this report. As mentioned above it is not for the average Commodore 64 user, it is expensive ($495.00) and does require additional hardware (the CP/M system).

Based on Stu Martin's verbal description of WordPro 64 I find that WP64 better than either EasyScript or WordPro 3 Plus/64. The differences noted do make WP64 easier to operate and more powerful; however, it is not necessary to switch wordprocessors for the C64 unless a truly advantageous arrangement can be made. The reason for this recommendation is the targeted marketplace. EasyScript offers the average consumer computerist more than he/she will need.

Barring a purchase of WordPro 64 as noted above, I recommend the following action:

   - market EasyScript 64 as THE wordprocessor for the
     Commodore 64.

   - obtain an 80 column board for use with word processors
     (similar to the board produced by Data 20 Corp.)

   - obtain a database system to operate with EasyScript 64
     so that mailing lists and other files may be merged with
     files created by the wordprocessor.

Summary of Comparison Chart

	MAX SCORE	ES64	WPro3+/64	WStr3.0	W/C80	WPro64
GENERAL FEATURES	10.0	9.0	9.0	8.0	8.0	9.0
General Subtotal=	10.0	9.0	9.0	8.0	8.0	9.0
SCREEN FORMATS	11.0	9.0	8.0	10.0	10.0	9.0
CURSOR CONTROLS	11.0	10.0	10.0	10.0	9.0	10.0
SCROLLING	5.0	4.0	0.0	5.0	5.0	4.0
DELETE COMMANDS	7.0	6.0	6.0	6.5	6.0	7.0
INSERT COMMANDS	9.0	9.0	9.0	9.0	9.0	9.0
SEARCH AND REPLACE	7.0	7.0	7.0	7.0	7.0	7.0
Editor Subtotal=	50.0	45.0	40.0	47.5	46.0	46.0
PRINTER CONTROL	11.0	9.0	9.0	11.0	9.0	11.0
OUTPUT CONTROL	11.0	9.0	6.0	11.0	9.0	10.0
PAGE CONTROL	8.0	7.0	7.0	8.0	7.0	7.0
Printer Subtotal=	30.0	25.0	22.0	30.0	25.0	28.0
FILE CONTROL	10.0	7.0	8.0	10.0	7.0	8.0
Storage Subtotal=	10.0	7.0	8.0	10.0	7.0	8.0
TOTAL=	100.0	86.0	79.0	95.5	86.0	91.0*

KEY

Easy Script 64	–	ES64
WordPro 3 Plus/64	–	WPro3+/64
Word Star 3.0	–	WStr3.0
Wordcraft 80	–	W/C80
WordPro 64	–	WPro64

* See WordPro 64 description for additional features.

WordProcessor Comparison Chart

	ES64	WPro3+/64	WStr3.0	W/C80	WPro64
GENERAL FEATURES					
Getting Started	Easy	Easy	Hard	Hard	Easy
Documentation	Good	Good	Good	Good	Good
Menu Driven	-	-	Y	-	-
Word Wrap	-	-	Y	Y	Y
Spelling Option	Y	Y	Y	Y	Y
Error Codes	Y	Y	Y	Y	Y
Exit to BASIC	-	Y	Y	Y	Y
Sound On/Off	Y	Y	-	-	Y
Appending Text - Duplicate	Y	Y	Y	Y	Y
Appending Text - Transfer	Y	Y	Y	Y	Y
SCREEN FORMATS					
Command/Status Line	Y	Y	Y	Y	Y
Vertical Tabs	Y	-	-	-	-
Horizontal Tabs	Y	Y	Y	Y	Y
Decimal Tabs	Y	Y	Y	?	Y
Display Tabs	Y	Y	Y	Y	Y
Multiple Tabs	Y	Y	Y	Y	Y
Split Screens	-	-	-	-	-
Maximum Available Lines	764	329	?	?	?
Maximum Available Columns	240	40	Unltd	?	160
Available Extra Text	-	Y	-	-	Y
Capital Lock	Y	Y	?	Y	Y
Change Character Color	Y	Y	-	-	Y
Change Background Color	Y	Y	-	-	Y
Change Border Color	Y	Y	-	-	Y
Display Next Screen	-	-	Y	Y	-
Display Previous Screen	-	-	Y	Y	-

	ES64	WPro3+/64	WStr3.0	W/C80	WPro64
CURSOR CONTROLS					
Cursor by Word	Y	Y	Y	–	Y
Cursor by Line	Y	Y	Y	Y	Y
Cursor by Screen	–	–	Y	Y	–
To Beginning of Text	Y	Y	Y	Y	Y
To End of Text	Y	Y	Y	Y	Y
Horizontal Control	Y	Y	Y	Y	Y
Vertical Control	Y	Y	Y	Y	Y
Go To Line XXX	Y	Y	–	–	Y
SCROLLING					
Vertical Scrolling	Y	–	Y	Y	Y
Horizontal Scrolling	Y	–	Y	Y	Y
Scroll to Text Beginning	–	–	Y	Y	?
Scroll to Text Ending	Y	–	Y	Y	Y
DELETE COMMANDS					
Delete Character	Y	Y	Y	Y	Y
Delete Word	–	Y	Y	Y	Y
Delete Line	Y	Y	Y	Y	Y
Delete Sentence	Y	Y	Y	–	Y
Delete Block	–	–	Y	Y	Y
Delete Remainder	Y	Y	–	–	Y
Delete All	Y	Y	Y	Y	Y
INSERT COMMANDS					
Insert Character	Y	Y	Y	Y	Y
Insert Line	Y	Y	Y	Y	Y
Insert Block	Y	Y	Y	Y	Y
SEARCH AND REPLACE					
Local Hunt and Find	Y	Y	Y	?	Y
Global Hunt and Find	Y	Y	Y	?	Y
Search and Replace	Y	Y	Y	Y	Y

	ES64	WPro3+/64	WStr3.0	W/C80	WPro64

PRINTER CONTROL

	ES64	WPro3+/64	WStr3.0	W/C80	WPro64
Line/Form Feed	Y	Y	Y	Y	Y
Emergency Pause & Continue	Y	Y	Y	-	Y
Double-Column Printing	-	-	-	-	Y
Proportional Spacing	-	?	Y	Y	Y
Right Justification	Y	Y	Y	Y	Y
Left Justification	Y	Y	Y	Y	Y
Stop Right Justification	Y	Y	Y	Y	Y
Margins	Y	Y	Y	Y	Y
Super/Subscripts	Y	-	Y	Y	Y
Single & Double Spacing	Y	Y	Y	-	Y

OUTPUT CONTROL

	ES64	WPro3+/64	WStr3.0	W/C80	WPro64
Output to Video/Screen	Y	-	Y	Y	Y
Scrolling During Video Output	Y	-	Y	Y	Y
Print Any Page From File	Y	-	Y	Y	Y
Global Printing	Y	Y	Y	Y	Y
Simultaneous I/O Spool	-	-	Y	-	Y
Stop Pagination	Y	Y	Y	Y	Y
Output to Printer	Y	Y	Y	Y	Y
Underline	Y	Y	Y	Y	Y
Bold Face	Y	Y	Y	Y	Y
Underline & Bold Face	Y	Y	Y	-	Y
Centering	Y	Y	Y	Y	Y
Page Width	Y	Y	Y	Y	Y
Page Length	Y	Y	Y	Y	Y
Pause for Text Entry	-	-	Y	-	Y
Pause for Variable Entry	-	-	Y	-	?
Print Multiple Copies	Y	Y	Y	Y	Y
Soft/Phantom Hyphen	Y	Y	Y	Y	Y

	ES64	WPro3+/64	WStr3.0	W/C80	WPro64
GE CONTROL					
Heading	Y	Y	Y	Y	Y
Multi-Line Heading	-	-	Y	-	-
Footing	Y	Y	Y	Y	Y
Page Numbering	Y	Y	Y	Y	Y
FILE CONTROL					
Automatic Backup	-	-	Y	-	-
Insert Second File	Y	Y	Y	Y	Y
Display Second File	-	Y	Y	-	Y
Display File Directory	Y	Y	Y	Y	Y
Merge Files	Y	Y	Y	Y	Y
Scratch Files	Y	Y	Y	Y	Y

	ES64	WPro3+/64	WStr3.0	W/C80	WPro64

APPROVED PRODUCTS

PROGRAM

U. S. APPROVED PRODUCT PROGRAM

The Approved Product Program is designed to supplement Commodore software, hardware and peripheral product lines. Whenever possible we will emulate the very successful program now operating in the U.K.. The major features of our program are:

- o APPLICANTS WILL PAY TO COMMODORE A ONE TIME NON-REFUNDABLE ONE THOUSAND DOLLAR APPLICATION FEE

- o APPROVED PRODUCT VENDORS WILL PAY TO COMMODORE A FIVE PER CENT ROYALTY BASED ON RECEIPTS

- o LICENSEE WILL HAVE THE RIGHT TO DISPLAY THE COMMODORE APPROVED PRODUCT LOGO ON PACKAGING AND ADVERTISING

- o APPROVED PRODUCT CATALOGS WILL BE INSERTED IN THE COMPUTER BOXES DURING SPECIAL PROMOTIONS

- o DIRECT MAIL BROCHURES WILL BE DISTRIBUTED TO OUR CUSTOMERS

- o APPROVED PRODUCTS WILL BE PROMINENTLY DISPLAYED IN THE COMMODORE SOFTWARE ENCYCLOPEDIA

- o THE COMMODORE MAGAZINES WILL CARRY ADS FROM APPROVED PRODUCT VENDORS ONLY

- o DEPENDENT UPON AVAILABILITY, APPROVED PRODUCT VENDORS MAY PURCHASE COMMODORE HARDWARE AND NEW PRODUCTS AT WHOLESALE PRICES

- o COMMODORE HAS THE OPTION OF MARKETING ANY APPROVED PRODUCT THROUGH CONTEMPORARY MARKETING (Commodore's mail order sales organization)